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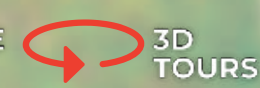
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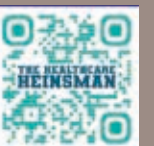
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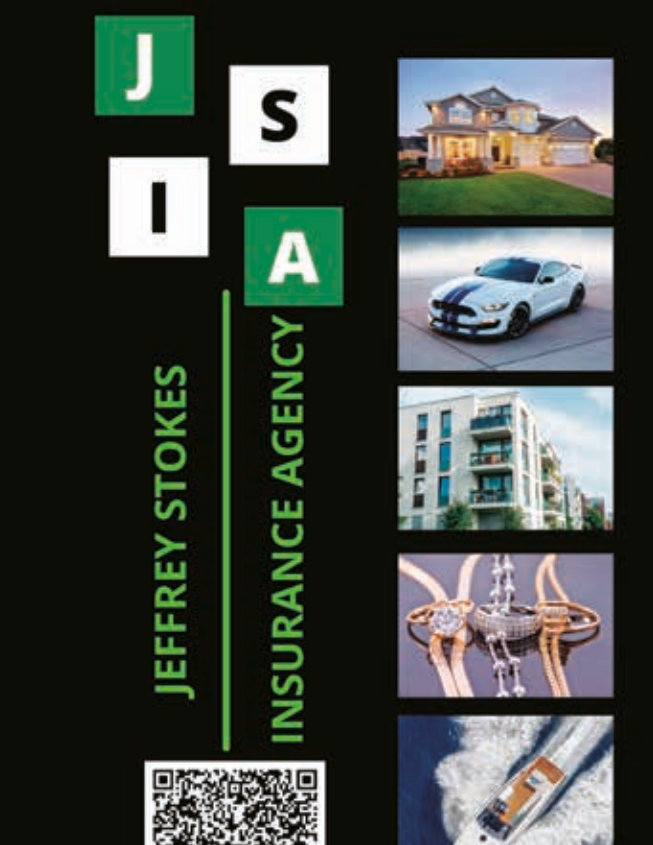
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putting all the pieces together with service

As you know, each transaction you undertake with your clients is like a box filled with puzzle pieces. It can be hard balancing the job of assembling those pieces and, at the same time, bringing in more business.

That's why it helps to have a partner on your side who can help you make everything fit.

That's where McGowen-Hall Real Estate Services comes into the picture with experience and expertise to put all of the pieces together.

Diana McGowen is owner of the company and a licensed transaction coordinator. It's easy to see her passion for what she does.

"We are a full-service leveraging company ... providing services such as transaction coordination data base management," Diana says. "We also cover inspections and a full range of a la carte services."

Diana moved to the area in March 2020 from San Diego, where she had also excelled in delivering transaction services.

Life of Service

As Diana grew up in California, she joined a Job Corps program, and an electronics program and she was encouraged to join the military.

"When I was 20, I joined the Navy in January 1994 as an electronics technician and was in until 1998," she remembers. "I was in

charge of UHF satellite communications ... handling things such as ship-to-shore communications. We worked a lot with the Marines and the Navy Seals."

Diana left the service in 1998, and soon entered the entertainment business — working in casting and as an assistant production coordinator. Through time, she worked on a number of independent films, as well as on The Steve Harvey Show.

Embracing Her New Oklahoma Home

In the meantime, she met Daniel, the man who became her husband. He also served in the Navy — retiring after a stellar, 20-year career serving the nation.

"Daniel was born and raised in Moore, Oklahoma, and retired from the Navy. We knew this is where we would come back to," Diana says.

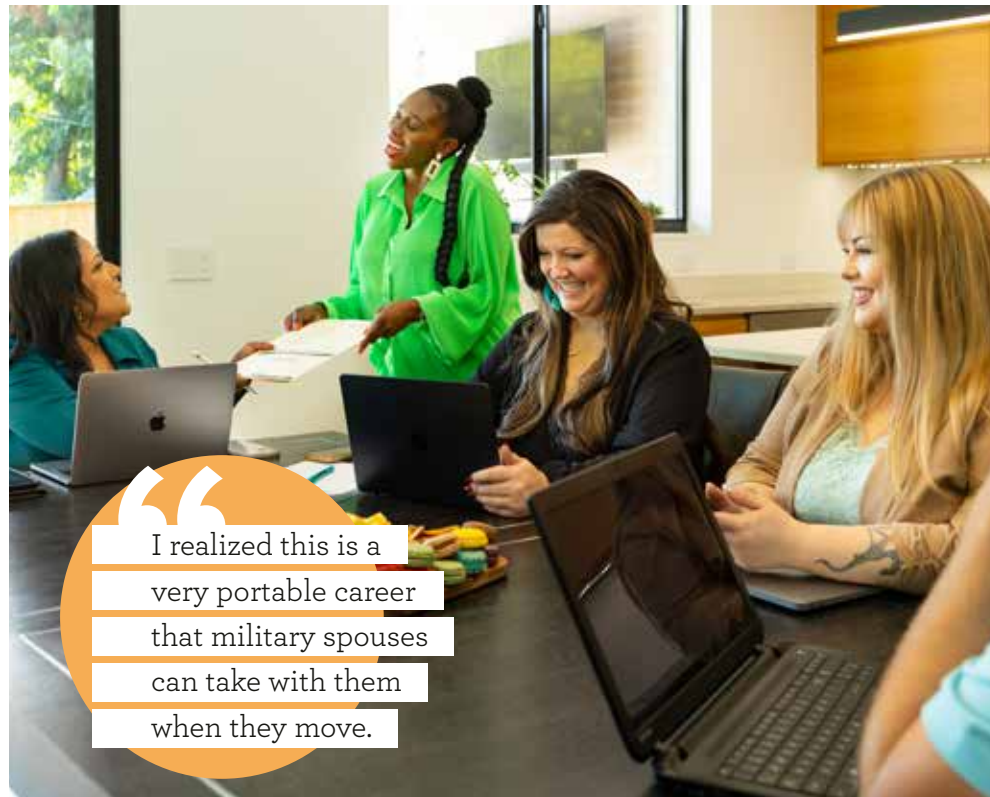
"Our sons were approaching high school age, and we made the decision to come here and get settled. The downside of that is that Daniel and I were separated for a little over two and a half years until he retired in 2022. When I moved here in March 2020, I worked with a team for a year and a half and then worked as a technical trainer at a brokerage. I launched my own business in April 2023."

Today, Diana leads a team of five, including two seasoned transaction coordinators and two trainees. In turn, Diana is proud of the way the business has continued to grow rapidly.

Supporting Freedom

Another well-deserved point of pride for Diana is her military service. As she looks back on her time serving the country, she says it gave her the discipline and direction she needed.

"The upside is the friendships I made and the places I've seen between my traveling and my traveling with Daniel. I still stay in touch with friends from boot camp in 1994. The community you get with the military is so important," Diana remembers.



“I realized this is a very portable career that military spouses can take with them when they move.”



“That has been very important with my kids being special needs. It was a struggle being apart from Daniel at various points. For example, I was in Gulfport, Mississippi and we had no family or support there. During the time, Daniel served as a hospital Corpsman during the fall of Fallujah.”

Military families face challenges all the way around. After Diana had been honorably discharged and started her family with Daniel, she found out firsthand how challenging it can be for the spouses of active-duty military members to find work.

“There is a military spouse employment crisis. Sometimes employers don’t want to hire spouses because they know they will be gone in two years,” she says.

Taking Action

While in California, Diana started Military Spouse Transaction Coordination Services.

“I started that because I wanted to train spouses on this career. My aunt

is an agent in San Diego for over 30 years. She had trained me to be her Transaction Coordinator and then I branched out and started my own business,” she recalls. “I had a lot of friends who asked me how I did this. I realized this is a very portable career that military spouses can take with them when they move. Plus there is a low barrier to entry to get into financially and very flexible.”

Away from work, Diana treasures time with Daniel and their children — Devyn and Dylan.

In their free time as empty nesters, Diana and Daniel enjoy movies and like having theme nights at home with special food items and movies ... nights like Western Wednesdays. They also have a passion for exploring Oklahoma, taking pictures and finding new establishments to try.

When it comes to giving back, Diana likes to support the Santa Fe Family Life Center, including helping them to coordinate their annual gala event.

“They have a gym-like facility with adaptive equipment, including basketball for those in wheelchairs, and providing sports and fitness programs for all abilities,” she points out. “They have adaptive tennis, swimming, basketball.”

Diana also puts her volunteer energy into helping veteran causes. In fact, while in San Diego, she served as programs coordinator for the USO. Her energetic contributions have been honored through time. In fact, in 2016, she earned the Navy Sea Services Spouse of the Year. She also served as a Navy Compass Mentor, and she created the Chief Petty Officer Organization to support military spouses and children.

A special thanks to Diana and Daniel McGowen for their tireless service and efforts to help those around them. When you’re looking for a partner who can help you put all the pieces together, look to McGowen-Hall Real Estate Services.

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DAN PERREIRA

UNION HOME MORTGAGE

DAN THE MAN

Dan Perreira of Union Home Mortgage is deeply rooted in the Oklahoma community. He's been a mortgage loan officer for a staggering 35 years, and aside from a short stint in New York City, he's spent his entire career in the Sooner State. Yet, Dan's journey began on another continent entirely and with a lifestyle much different than he experiences today.

Rooted in Discipline

Dan was born in Germany. After a trip through the foster system, he was adopted by his father, a native Hawaiian and a member of the US Army Special Forces, and his mother, a native German. Dan spent his early childhood in Berlin while his father served in Korea and Vietnam. At nine years old, Dan moved across the Atlantic to Lawton, Oklahoma, alongside his dad, mom, and sister. In Oklahoma, Dan faced a new set of cultural realities. His English was poor, and he was unfamiliar with the everyday workings of American life. "On my first day of school, I had to

take lunch to school. Now, Germany and America are totally different. For lunch, I packed beer because I had been drinking beer with my grandfather since I was three years old. So, on my first day at elementary school, I got into a lot of trouble," Dan reflects with a laugh. "The principal knew my dad, was also in the special forces, and spoke German. He talked to me and explained about the difference in culture. Then he shut the door, and he and I drank a few beers together. I didn't go back to class. He didn't get mad, my dad picked me up, and I started learning the different rules in America."

Dan slowly settled into life in Oklahoma while maintaining the discipline he learned as a child in Germany. This sense of organization and dedication has served him in countless ways throughout his life, including in his professional life as a mortgage loan officer.

"To this day, I wake up at 4:00 a.m. and do the morning routine I have had since 4th grade. I do not deviate from it," Dan says. "I wake up, read, do my chores around the house, and spend some time alone. I'm very regimented. I get everything out of the way, then sit down and plan my day. It's a big positive in this business to be so regimented."



Born to Serve

Dan leveraged his upbringing and the skills he sharpened during that time to become one of Oklahoma's top mortgage loan officers. While he knew little about lending initially, he quickly developed a fondness for the business.

"I discovered success through my discipline, which my dad taught me, and my ability to treat people well, which my mom taught me. In less than 11 years, I became a senior vice president of CitiMortgage, running the largest division in my 30s. I got 14 promotions in 11 years. I went from being a loan officer to running the thing in 11 years."

Dan's rise to the top eventually brought him to New York City, where he led CitiMortgage. But life in Manhattan was a poor fit, and he ultimately

decided to return to his roots as a loan officer in Oklahoma. Serving clients and REALTORS® has always been where Dan's heart has been.

Serving the Community

Dan has now been in lending for over 35 years. Today, he is a loan originator and team leader at Union Home Mortgage.

As a loan originator, Dan is committed to customer appreciation, education, and service. For example, he spends around \$1500 each month on a program that helps clients improve their credit scores. His pre-approval process is second to none. Many of his clients come from other mortgage companies that couldn't close the loan.

"Because our process is so good, we can often turn a turn-down into an approval," he explains.

Dan also leverages his experience with the military to be an advocate for active duty members and veterans. He is an expert in VA loans and VA Interest Rate Reduction Refinance Loans (IRRRL).

Leaving a Legacy

Outside work, you'll find Dan spending time with his wife, Tempe (a top-500 REALTOR®), traveling (Hawaii is his favorite destination), playing golf and tennis, hiking, and biking. Dan is also a devoted Christian, and his faith is a primary part of his life.

"My goal every morning is to lead a lot of people to the Lord. Every morning, I post something about my faith," he shares. "My legacy is to lead a lot of people to the Lord and that people say, 'This guy did it right.'"



“

I discovered success through my discipline, which my dad taught me, and my ability to treat people well, which my mom taught me.

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WHY DID YOU JOIN THE MILITARY?

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It chose me.

HOW DO YOU THINK YOUR SERVICE INFLUENCES YOUR CAREER AS A REALTOR®?

My service prepared me for business. Discipline, dedication, and drive are inherent in military service that leads to every other aspect of what it takes to succeed.

2022 SALES VOLUME AND UNITS?

\$8M in volume; 24 units

WHAT DO YOU LOVE ABOUT OKC?

Everything. It's the largest small town in America. It's easy to navigate, has plenty of activities, is diverse in culture, and is constantly reinventing itself.

HOW WOULD YOU DEFINE SUCCESS? DOES THE TIME YOU SPENT IN THE MILITARY INFLUENCE HOW YOU VIEW SUCCESS?

Success is an ambiguous term and is decided on an individual basis. Success for me is determined by the quality of life I earn through hard work. Regardless of the circumstance, it can always be worse and better. The drive to keep showing up regardless of everything else.

WHAT DOES VETERANS DAY MEAN TO YOU?

Veterans Day is a celebration of EVERY servicemember who served to make this country great.

IS THERE ANYTHING ELSE YOU WANT TO NOTE ABOUT YOUR TIME IN THE MILITARY, SUCH AS WARS YOU FOUGHT IN, PLACES YOU WERE DEPLOYED TO, AWARDS OR RECOGNITIONS, ETC.?

As a Special Forces Soldier, we were deployed worldwide, specifically Europe. I served a



combat tour of duty in Somalia in support of Operation Restore Hope earning the Combat Infantry Badge. Other awards include the parachutist badge, expert Infantry Badge, expert Marksmanship; awarded the Special Forces Tab, German Jump Wings, and numerous other awards and citations. I'm a dual linguist in French and German.

“
**MY SERVICE
PREPARED ME
FOR BUSINESS.**

Discipline, dedication,
and drive are inherent
in military service
that leads to every
other aspect of what
it takes to succeed.

”

SCOTT MCAFFEE

U.S. AIR FORCE
KW ELITE

Photos by Nested Tours



**WHY DID YOU JOIN
THE MILITARY?**

It was an opportunity to serve my country and a chance at a better life for my family.

**WHY/HOW DID YOU BEGIN
YOUR CAREER IN REAL ESTATE?**

I began in RE via the DOD Skillbridge Program. I established our partnership with the DOD and have brought in 9 more transitioning service members via our internship program. For 21 years, I served faithfully, doing what I was told when I was told, where I was told. I see real estate as a chance to work for others, while I remain in control of my schedule, and ultimately my successes and failures.

**WHY DID YOU CHOOSE REAL
ESTATE AS YOUR CAREER
AFTER SERVICE?**

I completed my MBA in asset management with a focus on real estate. I see real estate as the single greatest tool for building generational wealth. Not just for myself, but for the clients that I serve.

**HOW DO YOU THINK YOUR
SERVICE INFLUENCES YOUR
CAREER AS A REALTOR®?**

Yes. I serve all of my clients with the same core values; Integrity, Service Before Self, Excellence In All I Do.

**2022 SALES VOLUME
AND UNITS?**

12 units, \$2.3 mil

**WHAT DO YOU LOVE
ABOUT OKC?**

#1-Boomer Sooner! I love the diversity most. You have everything you could want here...beautiful, historic homes in midtown to new construction farm homes in Yukon. The topography is varied; drive across the metro from Arcadia to Piedmont or Choctaw to Mustang and you can have almost any type of view that you desire. We have all of the culture and food that you find on the coasts, but it's much more affordable, and the people are nicer. I'm also a huge fan of the craft beer and food truck scenes across the metro!

**HOW WOULD YOU DEFINE
SUCCESS? DOES THE
TIME YOU SPENT IN THE
MILITARY INFLUENCE HOW
YOU VIEW SUCCESS?**

Success to me is continually improving. Each year in real estate, I have produced more. Ultimately, my success will be defined by the clients who become friends and return to me after our first interaction, and by those who feel so good about me that they send their friends and loved ones to me when they need help. My time in service has influenced me in a number of ways. For instance, I am very straightforward. I don't sugarcoat



things, I tell it like it is, and my clients seem to appreciate that. I also don't shy away from a challenge. I have worked with a number of great folks who tried to work with other agents but felt that the agent felt burdened or didn't want to put in the extra work necessary to get the job done.

WHAT DOES VETERAN'S DAY MEAN TO YOU?

Veteran's Day is special because when I was on active duty, it was my chance to pay tribute to the Airmen, Soldiers, Sailors, and Marines who came before me. I have to admit, it's a little different being on this side of the holiday, though.

**IS THERE ANYTHING ELSE YOU WANT TO NOTE
ABOUT YOUR TIME IN THE MILITARY, SUCH AS
WARS YOU FOUGHT IN, PLACES YOU WERE
DEPLOYED TO, AWARDS OR RECOGNITIONS, ETC.?**

I deployed to Operation Southern Watch and Operation Odyssey Dawn and had an amazing remote tour to Terciera Island, providing communication and redeployment to transient forces.



I serve all of my clients with the same core values;
**INTEGRITY, SERVICE BEFORE SELF,
EXCELLENCE IN ALL I DO.**

RAMON “RAY” VILLANUEVA, JR.

U.S. NAVY
KELLER WILLIAMS
GREEN MEADOW

Photos by Nested Tours



WHY DID YOU JOIN THE MILITARY?

I knew if I could find discipline and structure, I could change the course of my life for the better. I was also not ready for college and wanted to do something not common among my cousins and friends.

WHY/HOW DID YOU BEGIN YOUR CAREER IN REAL ESTATE?

I was working an off-duty police job and felt I was wasting time sitting around just watching people. I was trying to figure out what I could do with my free time that was productive. I knew I would eventually retire as a police officer and then it hit me. Get my real estate license and help my wife with her real estate business. Not only would I have a second career, but it would also allow me to have a retirement plan after law enforcement.

WHY DID YOU CHOOSE REAL ESTATE AS YOUR CAREER AFTER SERVICE?

Before real estate, I was hired and began my law enforcement career with the City of Oklahoma City Police Department. During the first three years of my law enforcement career, I decided to join my wife, Deborah, who is a real estate agent.

HOW DO YOU THINK YOUR SERVICE INFLUENCES YOUR CAREER AS A REALTOR®?

It has made it easy to connect with people. Being in the military, you meet people from just about every background and culture.

2022 SALES VOLUME AND UNITS?

31 units for \$9.2 million

WHAT DO YOU LOVE ABOUT OKC?

The feel of a big city, how it continues to grow, and the endless opportunities for growing our real estate business.

HOW WOULD YOU DEFINE SUCCESS? DOES THE TIME YOU SPENT IN THE MILITARY INFLUENCE HOW YOU VIEW SUCCESS?

Feeling accomplished and doing something to be a better you tomorrow.

WHAT DOES VETERAN’S DAY MEAN TO YOU?

Sacrifices made by Americans you don’t know or have ever met who selflessly volunteered their

time to help protect the freedom and rights we have as Americans.

IS THERE ANYTHING ELSE YOU WANT TO NOTE ABOUT YOUR TIME IN THE MILITARY, SUCH AS WARS YOU FOUGHT IN, PLACES YOU WERE DEPLOYED TO, AWARDS OR RECOGNITIONS, ETC.?

I had an opportunity to really do something different and jump on it. I went through Basic Enlisted Submarine School and became a Submariner. During this time, I served on board the USS ASPRO, USS NEW YORK CITY, and the USS POGY. Made several deployments including one to the North Pole in November of 1996 onboard the USS POGY.

“
I knew if I could
find discipline
and structure,
**I COULD CHANGE
THE COURSE
OF MY LIFE FOR
THE BETTER.**
”



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